

## Temperance Term

W/C	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	HALF TERM
Component	<b>3: Promotion and Finance for Enterprise L/O B</b>					<b>2: Planning for and Pitching an Enterprise Activity L/O A</b>		
Challenge objective and content for all learners	B: Financial records B3 Sources of revenue and costs	B: Financial records B4 Terminology in financial statements	B: Financial records B5 Statement of comprehensive income	B: Financial records B6 Statement of financial position	B: Financial records B7 Profitability and liquidity	A: Explore ideas, plan and pitch for a micro-enterprise activity A1 Generating ideas for a micro-enterprise activity	B: Pitch a micro-enterprise activity B2 Presenting a business pitch	
Inspire Opportunities	Analyse the importance of accurate financial record-keeping for an enterprise. How can discrepancies in financial records impact business operations and decision-making?	Evaluate the different methods of financial record-keeping (e.g., manual bookkeeping, accounting software). What are the advantages and disadvantages of each method?	Discuss how financial records can be used to identify trends and inform strategic business decisions. Can you provide an example of a decision that might be influenced by financial data?	Compare and contrast the financial record-keeping requirements for small enterprises versus large corporations. How do these differences affect the complexity of financial management?	Assess the role of financial records in ensuring compliance with legal and regulatory requirements. What are the potential consequences of non-compliance?	Analyse the key components of a successful business plan. How do these components interrelate to provide a comprehensive roadmap for an enterprise activity?	Evaluate the importance of market research in the planning phase of an enterprise activity. How can thorough market research impact the success of the pitch and the overall activity?	
Assessment			MCQ – 3 A1-A3 & C1-C5, B1-B5				MCQ – 3 A1-A3 & C1-C5, B1-B7	
Homework		Sources of Finance MCQ Sheet		Financial terms and calculations MCQ		Activity Sheet CO2_2_01		

W/C	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	CHRISTMAS	
Component	<b>2: Planning for and Pitching an Enterprise Activity L/O A</b>							
Challenge objective and content for all learners	A: Explore ideas, plan and pitch for a micro-enterprise activity A1 Generating ideas for a micro-enterprise activity		A: Explore ideas, plan and pitch for a micro-enterprise activity A2 Plan for a micro-enterprise activity		Student to spend lesson time and non-supervised time designing, completing and collating market research to inform their business idea before starting the assessment for Learning aim A.			

<b>Inspire Opportunities</b>	Discuss the role of a unique value proposition in a business pitch. How can a well-defined value proposition differentiate an enterprise from its competitors?	Compare and contrast different pitching techniques (e.g., storytelling, data-driven, problem-solution). Which technique do you think is most effective for engaging potential investors, and why?	Assess the potential risks and rewards associated with an enterprise activity. How can a well-developed risk management plan enhance the credibility of your pitch?			
<b>Assessment</b>		Teacher observation of planning			Assessment preparation - Learning aim A	
<b>Homework</b>	Activity Sheer C02_02_4		Activity Sheet C02_2_8		Activity Sheet C02_2_!3	

## Justice Term

W/C	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	HALF TERM
Component	<b>2: Planning for and Pitching an Enterprise Activity L/0 B</b>						
Challenge objective and content for all learners	B: Pitch a micro-enterprise activity B1 Pitching a micro-enterprise activity	B: Pitch a micro-enterprise activity B2 Presenting a business pitch		C: Review own pitch for a micro-enterprise activity C1 Using feedback and review to identify possible changes to the pitch	C: Review own pitch for a micro-enterprise activity C1 Using feedback and review to identify possible changes to the pitch	C: Review own pitch for a micro-enterprise activity C1 Using feedback and review to identify possible changes to the pitch	
Inspire Opportunities	Critically examine the elements of an effective elevator pitch. How can entrepreneurs ensure they communicate their ideas clearly and concisely within a limited time frame?	Investigate how feedback from potential customers and investors can be incorporated into the planning process. What are the benefits and challenges of adapting your plan based on this feedback?		Formulate a strategy for addressing potential objections during a business pitch. What are the key points you should prepare to defend, and how can you anticipate and mitigate concerns?	Predict the challenges an enterprise might face in the execution phase after a successful pitch. How can the planning phase address these challenges to ensure smooth implementation?	Debate whether passion or preparation is more important in delivering a compelling business pitch. Support your argument with examples of successful pitches.	
Assessment		Presentation / Observation				Self-Evaluation and Reflection	
Homework	Activity Sheet - CO2_2_17		Activity Sheet CO2_2_19		Activity Sheet CO2_2_20		

W/C	Week 20	Week 21	Week 22	Week 23	Week 24	Week 25	EASTER
Component	<b>3: Promotion and Finance for Enterprise</b>						
Challenge objective and content for all learners	Component 3: Final assessment revision			Component 3: Final assessment practice		Component 3: Final assessment feedback	

Inspire Opportunities							
Assessment		MCQ – 3 A1-A3 & C1-C5, B1-B7 and Short Answer questions					
Homework	Component 3 Past paper questions		Component 3 Past paper questions – Quantitative Skills		Component 3 Past paper questions		

## Courage Term

W/C	Week 26	Week 27	Week 28	Week 29	Week 30	Week 31	HALF TERM
Component							
Challenge objective and content for all learners							
Inspire Opportunities							
Assessment							
Homework							

W/C	Week 32	Week 33	Week 34	Week 35	Week 36	Week 37	SUMMER
Component							
Challenge objective and content for all learners							
Inspire Opportunities							

Assessment							
Homework							